Schrole

ASX RELEASE | Schrole Group Ltd (ASX: SCL)
Schrole Events Trading Update

Highlights

- **Schrole Events successfully completes first international recruitment season**
- **9 online events delivered across Asia, Middle East, Europe, Africa and the Americas**
- **Events supported over 337 schools, 7,120 attendees and 10,036 job applications**
- **Events targeted as an important revenue driver in 2022-23 recruitment season**

3 March 2022: Schrole Group Limited (ASX: SCL) ("**Schrole**" or the **"Company"**), provider of accredited training and global Human Resources (HR) Software-as-a-Service (SaaS), is pleased to provide this Schrole Events Trading Update.

Strong demand for Schrole Events

International school recruitment event season has now ended with the new Schrole Events platform proving itself to be a clear competitive advantage for Schrole's new HR services model. Since the software release in September 2021, the platform has supported 337 schools and 7,120 attendees to actively network in real-time across multiple continents and time zones. 10,036 job applications were made as a result of these events.

Nine regional events were held during the recruiting season for: East and South East Asia; Europe, Middle East and Africa; and the Americas. In addition, specific events were held for International Baccalaureate (IB) teachers, and a final global event for all schools and candidates.

User feedback from the events has proven extremely positive, providing confidence for a stronger marketing push and product evolution in the 2022-23 recruitment season.

As Schrole plans for the 2022-23 recruitment season, the Events platform will not only provide an important mechanism to underpin Schrole Connect subscriptions, it is also well positioned to become an important revenue driver targeted at premium schools and multi-school groups.

About Schrole Events 1.0

Schrole Events is the Company's online recruitment events management software, providing regionalised online recruitment events, including candidate to school SmartMatching and video interviews.

This software expands the Company's Schrole HR SaaS offering, creating additional cross and upsell offerings for its highly engaged 451 international school customers.

Schrole Events supports Schrole's upsell/cross sales and marketing strategy, with existing customers able to utilise Schrole Events by upgrading their subscriptions to Connect Plus.

The benefits of the full Schrole HR SaaS suite include:

- **Revenue diversification.** The full HR SaaS suite enables sales across the full calendar year. Historically, second-half cash receipts have contributed between 59%-80% of full-year cash receipts.
- **Cross and upsell.** Historically, expanding Schrole's product offering has been a leading indicator of revenue growth. For example, the release of Schrole Connect 3.0 on 15 July 2021 assisted in a contract upgrade with a UAE school group (see ASX release, *New Contract with UAE school group*, dated 5 July 2021).
- **Network Effects.** The full SaaS suite further connects Schrole's network of schools and candidates across its Schrole Community.

Managing Director Rob Graham said, *"I am delighted to report that Schrole Events has been exceeding our expectations in terms of customer demand. Events is another way that we add value to our global customer base, connecting them with candidates globally in a virtual, online environment, allowing them to build networks and recruit in ways that were previously expensive and time consuming."*

About Schrole

Schrole provides global Human Resources Software-as-a-Service (SaaS). Initially targeting teachers and educational organisations, Schrole is now scaling globally and targeting new growth markets.

Schrole HR is a complete Human Resources SaaS solution, combining recruitment, background checks, onboarding, relief teacher management, and professional development.

- **Schrole Connect** is education's most advanced recruitment and applicant tracking app. See ASX release dated 15 July 2021 for details of upgraded Schrole Connect 3.0.

- **Schrole Events,** part of the Connect module, provides regionalised online events. See ASX release 21 September 2021 for details of its inaugural release.

- **Schrole Cover** is a cloud-based software platform that engages relief staff at the touch of a button.

- **Schrole Verify** provides background screening in the international schools' sector.

- **Schrole Develop** provides accredited professional development solutions contextualised to client needs.

- **Schrole Engage** was released in February 2022 and provides onboarding software for schools.

This release was authorised by the Company's Board of Directors.

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Forward Looking Statements

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